



Pathway Advisors LLC

Three Clients Sold in 2023!



Dear Gerry,

In mid-2022, Richard and I established Pathway's buy/sell advisory services as a formal practice area focused on "special situation" transactions. More specifically, we focus on small and lower mid-tier companies that generally have two distinguishing characteristics. First, they have a pressing *need* to sell quickly. Second, their company has assets, most typically intangible ones, which offer *substantial strategic benefits* to the right buyer.

Today, I am very pleased to tell you that year to date we've closed three deals. And in each case, ownership exited very confident that the transaction maximized their outcome.

Here's an overview:

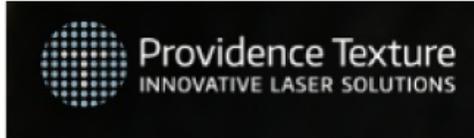
- A \$10 million, century old, family-owned consumer products company which was no longer able to produce profitably in the US. In fact, they had experienced losses of close to \$4 million in the prior two years.
- A start-up technology company that needed capital to get to their break-even point – and then profitability.
- A family-owned manufacturing company which was acquired by a PE backed firm doing a national industry roll-up. After five years of working with Pathway to prepare for a sale, the owner was able to exit and retire comfortably.

These transactions had deal values of between \$2,500,000 to \$5,000,000, a size range Pathway can service both expertly and profitably. Below are the tombstones we are very proud to present.

As always, I welcome your questions or comments.

Best regards, Gerry

May 2023



Substantially all assets acquired by



*Acted as transactional advisor
to minority shareholder:*



October 2023



Substantially all assets acquired by



*Acted as transactional
advisor to seller:*



November 2023

FLOWTRON®

Substantially all assets acquired by



Arranged by:



PATHWAY'S DEAL PROFILE

- Seller is experiencing losses or generating minimal EBITDA
- Transaction size from \$1 million to \$10 million
- Operating company buyers that see substantial strategic benefits
- Owner-led and Family-controlled sellers
- Clients serviced throughout US

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Pathway Advisors LLC is a specialized business advisory firm focused on helping our clients effectively resolve their most significant profitability, cash flow, banking,

operational, and organizational challenges. Often these issues are resolved through a sale transaction. We pride ourselves on the ability to analyze issues quickly, develop plans to solve them efficiently, and leverage our deep relationships in the financial and business communities to do so. Pathway has helped over 450 companies throughout the US.

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